Pacific International Lines Pte Ltd – Career Opportunities:

Note: Interested applicants may send your detailed resumes to recruit@sgp.pilship.com, stating the position title that you would like to apply for, expected salary and date available for work commencement.

Application deadline: 15 October 2019

1) Executive, Corporate Office

The candidate will primarily assist in the management of our joint venture companies and wholly owned subsidiaries, as well as driving investment projects.

Responsibilities include:
• Manage a portfolio of joint venture companies and wholly owned subsidiaries, and monitor the performances and results of these companies.
• Provide timely, relevant and accurate reporting and analysis of the results of the companies against historical and budgeted results to facilitate decision making towards the achievement of the budget and strategic plans.
• Provide financial and analytical support to drive business decisions and strategic initiatives, including the evaluation of investment opportunities and business proposals, which would cover greenfield investment projects and merger and acquisition projects.
• Perform a broad range of quantitative and qualitative analyses and assist in end-to-end project execution.
• Work with the various divisions in the review and execution of contracts, agreements and other legal documents.
• Assist in administration matters such as the administration of overseas offices' manpower, budgets and expenses, setup of new overseas entities and any other ad-hoc administrative matters where required.

Requirements:
• Degree in Finance, Business, Economics or related discipline.
• Highly numerate with good analytical thinking and quantitative skills.
• Independent worker with ability to conduct research, analyse data, resolve complex problems and prepare concise reports/presentations.
• Ability to multi task and work in a fast paced environment.
• Possess excellent communication skills (written and verbal) & people management.
• Strong presence with the ability to interact with Senior Leadership.
• Financial modeling expertise is a plus.
• Positive attitude and looking for challenges.

2) Application Specialist, Data Science

Design and develop data analytics and optimization models to uncover patterns, trends and other useful information to help organization make informed business decisions and meet business objectives. Work closely with stakeholders to understand their needs/challenges and develop business case to turn large data set into critical information and knowledge that are actionable for process improvement, business strategy and policy making.
Requirements:
- Degree in Data Science/Computer Science or equivalent
- Proficient in statistical and data visualization tools including Python, R and Tableau.
- Good knowledge on data mining tools and techniques
- Able to work independently and as a team

3) Executive, Trade- Cargo Flow Management Team

We are seeking enthusiastic candidate to join our dynamic team in trade management that aim to promote PIL service networks and transshipment hubs. As part of the Cargo Flow Management Team, you will primarily be focusing on space management and resolving all services’ and partners’ issues relating to space allocation and utilization.

Job Responsibilities include:
- Management of space allocation to ensure that vessels’ space utilization is at an optimal level to maximise profit of trade services
- Liaise with agents, internal and external stakeholders on trade services, including new services, services change, vessels’ locations and omissions
- Maintain Trade Services Catalogue and preparation of lifting reports
- Monitor space utilization for transhipment cargos
- Review agents’ performance on space utilization efficiency
- Review & coordinate on the container stock management
- Other ad-hoc duties as assigned by your supervisor

Job Requirements:
- Degree in Business/Maritime/Logistics or equivalent with 1 year of trade experience or commercial work in a large shipping firm.
- Team player with strong analytical, negotiation and communication skills.
- Outgoing personality, assertive and ability to work under tight deadlines.
- Able to multi-task and work independently.

Applicants with no experience but with keen interest in shipping industry are welcome.

4) Senior Trade Executive (Advance Container Lines)

Responsibilities
You will lead a team in the development and implementation of the service(s) assigned to ensure optimum results. Your duties include setting of pricing policy, space management, service wellness, working with consortiums on service collaborations and liaising with various business partners to ensure effective trade performance.

Requirements:
- Degree in Maritime Studies, Business or related discipline
- At least 5 years of relevant experience in trade or commercial role
- Self-driven with ability to multi-task and work under pressure
- Good business acumen with strong analytical and managerial skills

Appointment shall commensurate with experience and qualifications.
5) **Trade Executive (Advance Container Lines)**

You will be assisting the Trade Manager in strategising trade plans and managing trade routes. You will be involved in the Price Formulation, Space Management, Liaison with shipping agents, clients and business / consortium partners on trade matters.

**Requirements:**
- Degree in Business or equivalent with 1 year trade experience or commercial work in a large shipping firm.
- Team player with strong analytical, negotiation and communication skills.
- Outgoing personality, assertive and ability to work under tight deadlines.
- Able to multi-task and work independently.

Applicants with no experience but with keen interest in shipping industry are welcome.

6) **Assistant Manager, Corporate Sales**

As part of the Corporate Sales Department, you will be handling the global tenders / corporate accounts, from negotiation, reviewing of contract terms to post tender engagements.

**Job Responsibilities include:**
- Manage existing and new global tender/corporate accounts, secure businesses through tenders and perform post-tender engagements
- Work with internal stakeholders on strategies to optimize company’s revenue via tenders and review on freight / terms offers
- Manage tender process from rates submission, negotiation to commencement of contract agreement
- Manage and review tender documents, freight templates, contracts’ terms
- Coordinate with overseas team on post tender functions such as data administration and tender broadcast
- Works closely with customers and understand their requirements and terms and problem solve where applicable
- Work closely with internal stakeholders and agents to ensure that customers’ contract requirements are met
- Inform customer on updates on existing services and promote new services.
- Keep abreast of industrial and market development and customer’s business development

**Job Requirements:**
- Degree in Business Management or Maritime with minimum 4 - 6 years of shipping sales experience or equivalent.
- Team player and able to work independently
- Proficient in MS Office, especially Excel and Powerpoint
- Possess good communication, presentation and negotiation skills.
- Overseas travel will be required

Appointment shall commensurate with experience and qualifications.
7) Accounts Executive, Group Reporting

As part of the group reporting team, you are responsible for the monthly, quarterly and year-end closing consolidation and reports. You will ensure timely and accurate preparation of group reporting in accordance with the latest regulatory/FRS requirements.

Responsibilities:
- Preparation of intermediate and ultimate Group’s quarterly consolidated accounts, annual and half-yearly budget consolidation and annual statutory audit report;
- Liaise closely with subsidiaries’ finance teams and provide guidance on accounting standard interpretation to ensure timely submission of quarterly and monthly reports;
- Timely and accurate preparation and analysis of group financial and management reports, as well as preparing audit schedules and liaise with the external auditors for the year-end closing;
- Involved in the reconciliation of inter-company accounts;
- Assist in the coordination of the Country by Country Reporting;
- Assist in new FRS implementation projects;
- Assist in XBRL, statistics preparation and submission;
- Perform other duties and assume responsibilities as assigned.

Requirements:
- Accounting Degree/ACCA or equivalent with strong accounting knowledge and interpretation of FRS;
- At least 1 year group consolidation experience;
- Candidates with group accounts audit experience from established firms and has complex group consolidation accounts audit experience is a plus;
- A meticulous and hands-on person with strong analytical and good communication skills;
- Team-player who is able to work independently, good business sense in a fast pace environment and tight timeline;
- Knowledge of computerized consolidation system will be an added advantage;
- Proficient in MS Excel;
- Experience with Cognos Consolidation system is a plus;
- Possess positive working attitude and a fast learner.

8) Accounts Executive, Agents

You will be responsible for revenue collection from overseas agents, review monthly statement of account. You will also business partner with the agents to resolve any discrepancy in accounts.

Job Responsibilities:
- Managing monthly Agent’s Statement of Account (SOA) closing and GL reconciliation
- Credit control to ensure Agents SOA aging is in line with KPI
- Book keeping for AR and AP
- Review subsidiaries’ books to ensure timely reporting
- Assist in Funds forecasting
- Liaise extensively with overseas agents to resolve reporting issue
- Other ad-hoc duties as assigned
- Liaise with auditors
Requirements:
- Degree in Accounting, or equivalent qualifications.
- Preferably with at least 1 year audit experience
- Pro-active with good business partnering, strong follow-up and communication skills
- 1-3 years of relevant experience
- IT savvy

9) Crew Finance Executive

You will be responsible for the administration and verification works pertaining to crew payroll. You will also work closely with Ship Masters on cash disbursement/CTM coordination and overseas finance team on crew payroll related matters.

Responsibilities:
- Ensure timely payment of crews’ wages.
- Attend to and follow up email queries from bankers/agents/crew personnel with regards to crew wages remittances and related matters.
- Maintain bank details of crew beneficiaries.
- Attend and arrange cash disbursements to ships masters and maintain cash receipts records.
- Maintain monthly petty cash Statement of Account for crew disbursements in office.
- Liaise with Ship Masters on the monthly submission of ships' cash accounts, for month-end closing and reconciliations.
- Verify that payments documents are in order.
- To perform supporting as well as advisory role to crew payroll processing team.
- Prepare monthly Singaporean crew CPF e-filing.
- Assist in month-end closing and reconciliation of crew payroll and related accounts.
- Assist in system automation/enhancement initiatives.
- To handle and follow up on various systems issues
- Any ad-hoc tasks assigned by superior.

Requirements:
- Degree in business studies/accounting.
- 1-2 years of accounting experience
- Keen learner and adaptable to changes
- Good communication skills to liaise with stakeholders (for both written and verbal).
- Conversant in Mandarin to liaise with Chinese speaking agents/crew
- Meticulous and able to work independently with minimum supervision.
- Able to work in a dynamic environment with tight timelines (Overtime may be required from time to time)
- Proficient with MS Excel and MS Word.
10) Accounts Executive, Accounting & Tax

You will be responsible for proper management of corporate tax matters and queries, ensure compliance with all tax filing requirements, audits and statutory regulations. You will also handle monthly closing activities for a subsidiary accounts.

Responsibilities:

- Handle corporate tax filing and submission of GST returns
- Attend to tax queries, provide support for local/overseas tax matters and jurisdictions
- Prepare local tax files in accordance to the tax requirements and Transfer pricing guidelines
- Review and streamline GST processes/ reports and ensure compliance to GST and audit requirements
- Handle monthly closing duties for subsidiary accounts
- Other ad-hoc assignments as assigned by the supervisor ie accruals, charter-hire

Requirements:

- Degree in Accountancy or related discipline with 2 - 4yrs experience handling tax and full-set of accounts
- Analytical and meticulous
- Able to work independently with minimal supervision
- Good interpersonal and communication skills
- Able to meet deadlines in a fast-paced environment

11) Purchasing Executive

As part of the purchasing department, you will assist the manager in negotiation and procurement of ships’ requirement on spares, stores and provision at competitive price and arranging deliveries to vessels promptly.

Responsibilities:

- Process requisitions from the vessels and plan for 6 monthly stores supply
- Follow up and liaise with the suppliers/ freight forwarders/ warehouse to ensure the most cost effective and timely deliveries, the right quantity and quality
- Negotiate with suppliers for competitive prices and propose alternative to vessels where applicable for cost savings
- Resolve supply disputes with the suppliers and vessels/ internal stakeholders promptly for smooth resolutions
- Update and maintenance of information and supporting documents in the system
- Executive purchasing activities in accordance to the Company policies and procedures
- Conduct inspection onboard the vessels to ensure parts efficiency and gather feedbacks from the users

Requirements:

- Degree in Business Studies/ Logistics & Operations Management / Maritime Transportation/ Nautical Studies or equivalent
- Good interpersonal and communication skills
• Good attitude & passion for purchasing
• 1 – 2 years purchasing experience in the shipping industry, preferably with industrial buying knowledge. Entry level candidates are welcome to apply.

12) Executive, Port & Terminal / Cost Management Unit

Being part of the Port & Terminal Cost Management Unit team You will be involved in negotiation of contract rates for marine, terminal and land based services for the Company and to review overall work process and operation flow to achieve minimal cost structure.

Primary Responsibilities:

• Perform cost verifications of ports.
• Review contracts and terms.
• Prepare cost impact/savings to facilitate contracts negotiation.
• Review of operation flow for cost optimization.
• Prepare management reports including budget proforma, port targets, productivity and restow reports etc.
• Organize and plan agents & vendors visits
• Assist with PTCMU projects as assigned by supervisors

Job Requirements:

• Degree in Management Accounting/Cost Management/Maritime studies or equivalent
• 2 years of relevant experience in shipping or related sector. Candidates without experience are welcome to apply.
• Possess a sharp, systematic and analytical mind
• Meticulous, versatile, self-driven and a team player
• Good communication & inter-personal skills
• Keen interest or knowledge in information system is an added advantage.
• Appointment will commensurate with experience

13) Assistant Manager, Maintenance & Repair

You are responsible for managing and implementing Maintenance & Repair (M&R) global cost mitigation initiatives. You will be accountable in developing and enhancing effective new/existing M&R program and working with respective Local Offices to driving the program performance. You are required to review service vendor contracts and provide M&R system support, training and guidance to Local Offices.

Primary Responsibilities:

• Review current M&R operations and develop an effective M&R operation plan to streamline the processes to gain better control of operating expenses as well as create synergy on cost mitigation.
• Review service vendor’s contract and liaise with Local Office on rate negotiation
• Develop and Enhance M&R quality cost mitigation program by evaluating and analyzing repair vendors’ performance.
• Manage Global M&R recovery performance and engage in day-to-day recovery process raised up and provide guidance.
• Develop best practice procedural improvements based on data analysis of current process and knowledge of the industry.
• Maintain Productivity Key Performance indicators (KPI) operation/ business activities within areas of responsibility.
• To conduct depot audit to measure the repair vendor’s performance in term of repair quality, survey accuracy and others.
• Responsible of budgeting, cost impact, and reviewing of monthly M&R repair expenses and recovery.
• Maintain day-to-day repair estimate approval for dry, special and reefer estimates. Manage repair cycle, repair trend and related costs against to KPI given.
• To carry out other tasks assigned by superior.

**Job Requirement:**

• Degree in Logistics/Maritime studies
• IICL certification preferred
• 5 years and above experience in equipment operation, M&R and depot operation.
• Must have reefer machinery knowledge and experience in reefer malfunction support role.
• Fluent in English, mandarin both verbal and written to liaise with Chinese speaking vendors
• Related working experience and knowledge

**14) Executive, Trade Finance**

You will be responsible for the preparation of management accounts, and yearly budgets, analysis of monthly performance and variances against budget and past month’s results and verification of disbursements. You will also assist the manager in various ad hoc projects (e.g.: process improvement, system automation).

**Job Requirements:**

• Degree in Accounting, Finance or Business related disciplines
• At least 2 to 3 years of relevant working experience
• Prior experience in system automation projects are welcome
• Proficient in MS Excel
• Able to multi-task and work under tight deadlines

Applicants with no experience but with keen interest and positive attitudes are welcome.